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ANNUAL REPORT 1965

OCEAN CEMENT & SUPPLIES LTD.

NORTH FOOT OF COLUMBIA STREET, VANCOUVER 4, B.C.

DIRECTORS

BRYAN M. BRABANT, Vancouver, B.C.
A. B. CHRISTOPHER, Vancouver, B.C.
MARK COLLINS, Vancouver, B.C.
GORDON FARRELL, Vancouver, B.C.
HAROLD S. FOLEY, Vancouver, B.C.
Wm. F. FOSTER, Vancouver, B.C.
A. F. McALPINE, Vancouver, B.C.
FRANK M. McMAHON, Vancouver, B.C.
A. POOLE, London, England
R. IAN ROSS, Victoria, B.C.
COL. THE HON. CLARENCE WALLACE, C.B.E.,
Vancouver, B.C.

OFFICERS

GORDON FARRELL, Chairman of the Board
Wm. F. FOSTER, President
BRYAN M. BRABANT, Executive Vice-President
R. E. HASKINS, Vice-President
DONALD E. SMITH, Vice-President
J. BRUCE BUCHANAN, Treasurer & Controller
ROBERT A. FRAMPTON, Secretary

AUDITORS

PRICE WATERHOUSE & CO., Vancouver, B.C.

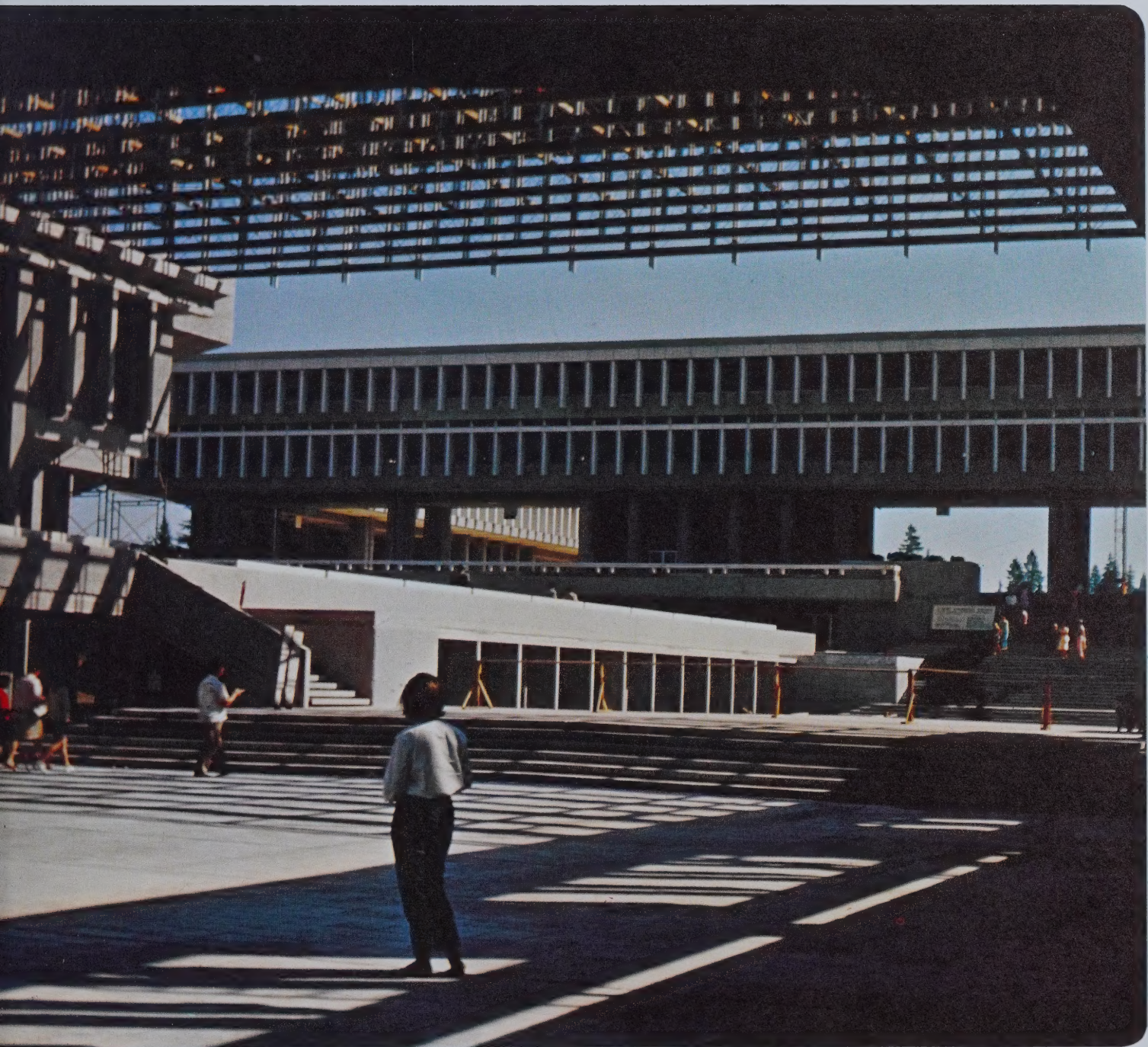
TRANSFER AGENT AND REGISTRAR

THE ROYAL TRUST COMPANY
Vancouver, Victoria, Toronto, Montreal

REGISTERED OFFICE North Foot of Columbia Street, Vancouver 4, B.C.

FINANCIAL SUMMARY AND REVIEW

	1965		1964	
	AMOUNT	PER SHARE	AMOUNT	PER SHARE
Sales of Products and Services.....	\$26,417,382	\$	\$22,405,428	\$
Operating Income (before the following).....	5,520,450		4,649,799	
Depreciation.....	1,917,024		1,509,583	
Income Taxes.....	1,800,000		1,600,000	
Profit from Operations.....	1,803,426	1.75	1,540,216	1.49
Profit on Disposal of Fixed Assets.....	163,687	.16	48,732	.05
Profit for the Year.....	1,967,113	1.91	1,588,948	1.54
Dividends Paid.....	824,160	.80	721,140	.70
Working Capital.....	6,262,856	6.08	6,045,076	5.87
Shareholders' Equity.....	21,310,964	20.69	20,168,011	19.58
Additions to Capital Assets.....	3,760,495		4,617,470	
Number of Shareholders.....	1,426		1,286	
Number of Employees.....	1,145		1,046	



SIMON FRASER UNIVERSITY, BURNABY, B.C. — An inside view of the academic quadrangle of the University which was officially opened last fall with an enrolment of 1,900 students. The Company supplied over 20,000 cubic yards of "True-Mix" concrete, pre-cast concrete cladding and many masonry products for the buildings on the campus.

PRESIDENT'S REPORT

TO THE SHAREHOLDERS

On behalf of the Board of Directors, I am pleased to present the Ninth Annual Report of the Company for the year ended December 31, 1965 together with the Financial Statements and your Auditors' report thereon.

The consolidated profit for the year totalled \$1,967,113 compared with \$1,588,948 for 1964, as summarized hereunder:

	1965		1964	
	Amount	Per Share	Amount	Per Share
Profit from operations.....	\$1,803,426	\$1.75	\$1,540,216	\$1.49
Profit on disposal of fixed assets.....	163,687	.16	48,732	.05
Profit for the year.....	<u>\$1,967,113</u>	<u>\$1.91</u>	<u>\$1,588,948</u>	<u>\$1.54</u>

The increase in profit from operations resulted primarily from a general rise in construction activity in the metropolitan Vancouver and Interior markets, which is reflected in the increase in gross sales from \$22,405,428 in 1964 to \$26,417,382 in 1965. These figures include revenue derived from trade sales of all our manufactured products and from service operations.

The effect on profit from this marked rise in activity has been partly offset by substantial wage rate increases during the year 1965, and present agreements indicate a continuation of this trend. Increases in labour costs have had a major impact on the construction and related supply industries in the British Columbia area. Also affecting the profit from operations has been an increase in depreciation charges, which rose from \$1,509,583 in 1964 to \$1,917,024 in 1965. This results from the major capital expenditure programme of the last several years, during which time our plants and equipment have been largely replaced or modernized.

The Company continues to make full provision for taxes on income. Of the total income tax of \$1,800,000 provided in 1965, \$995,000 is payable in the current year, and the balance of \$805,000 has been set aside in the Balance Sheet as "Deferred Income Taxes Applicable to Future Years".

Additions to Capital Assets in 1965 totalled \$3,760,495, and are commented on in more detail elsewhere in this report. It is noteworthy that this figure includes the acquisition of a concrete block plant in Prince George which complements the ready mix concrete operation purchased in 1964. Working capital increased by \$217,780 during the year despite the continuation of our aggressive capital programme.



Capital expenditures in 1966 are expected to be somewhat higher, due primarily to the addition of a 2 million barrel rotary kiln at the Bamberton cement plant. Normal mobile, marine and other equipment replacements will also be occurring during this period. It is expected that this programme will continue to be financed out of income retained in the business, augmented during the latter half of the year by short term borrowing.

During 1965 the first phase of the construction of Simon Fraser University was completed. The structures at this institution are basically concrete, and show to good advantage the new and attractive designs available from use of our products. The highway leading to this university is also in concrete — the first road of this material laid in British Columbia since 1936.

Apartment and office building construction in metropolitan Vancouver has been extremely active during 1965, and is expected to continue in step with the overall development of the downtown and fringe areas. Architectural innovations into new decorative uses for concrete products are improving our participation in this type of construction.

Cement shipments from coastal plants to the current Peace River Hydro developments are largely complete. However, considerable quantities of cement will be delivered to the Columbia River projects at Arrow and Duncan Lakes during 1966.

In general, business in 1966 is expected to show much the same pattern as in 1965, when the construction industry in British Columbia operated at a level close to effective capacity. With the addition of the Bamberton cement kiln, scheduled to begin production early in 1967, your Company is seeking additional markets and uses for our products. A programme is planned to promote the use of concrete in highway and residential road construction, where its quality of permanence makes it well suited for this use, and economical when viewed in the long term.

Dividends declared during 1965 amounted to 80¢ per share, made up of half yearly dividends of 30¢ paid July 2, 1965 and January 3, 1966 and an extra dividend of 20¢ paid April 1, 1965. An extra dividend of 25¢ per share has been authorized by your Directors, and is payable on May 2, 1966 to shareholders of record April 7, 1966.

The Board of Directors wish to record their appreciation to the officers and all employees for their continuing efforts and co-operation during this period in the Company's development, and for the capable manner in which they have carried out their duties during the past year.

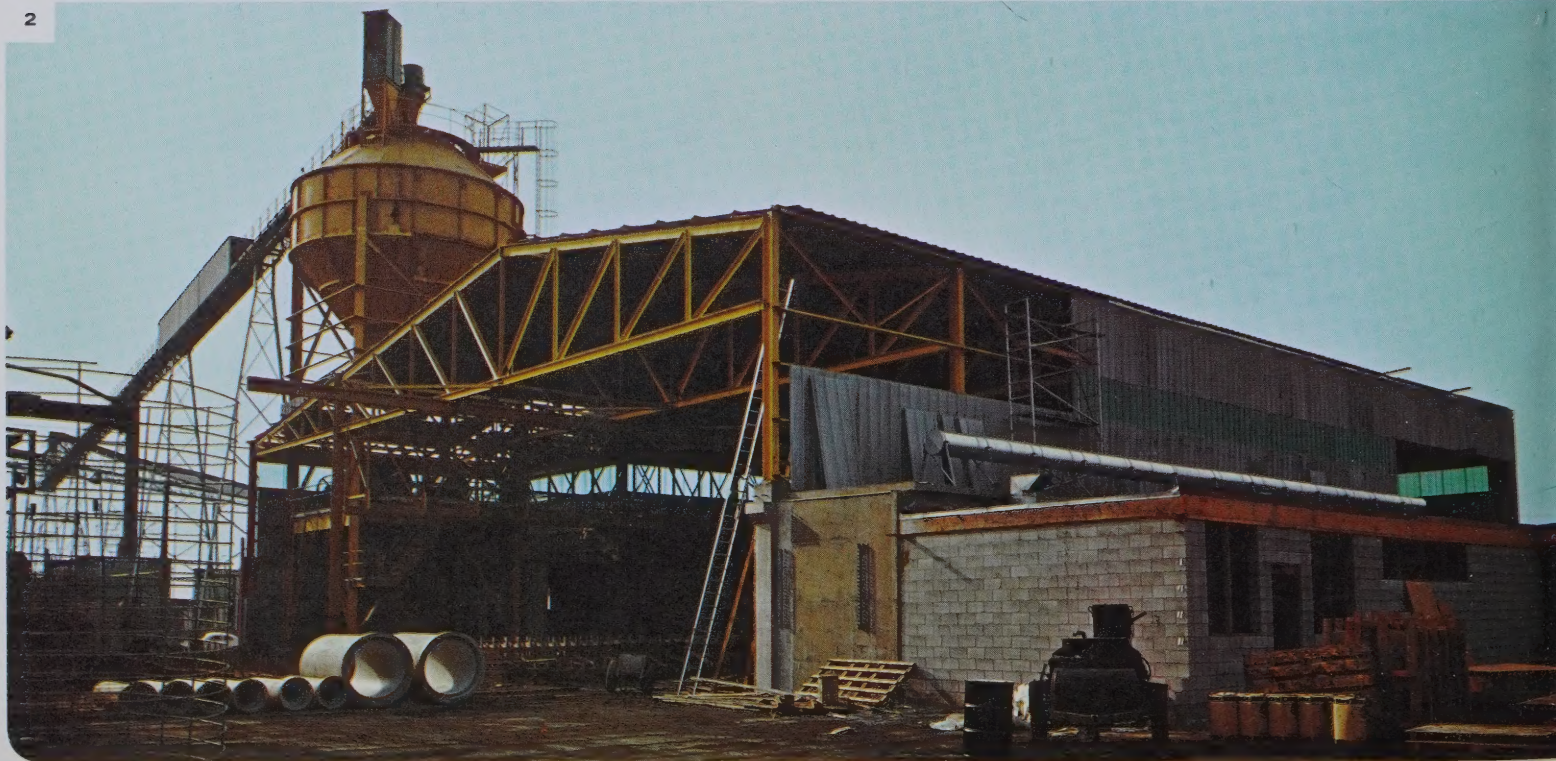
Vancouver, B.C.
April 7, 1966.

Submitted on behalf of the Board,
Wm. F. FOSTER, President.

1. NEW WESTMINSTER CEMENT DISTRIBUTION DEPOT

The two silos under construction will each have a storage capacity of 12,000 barrels of cement. A railway spur will be built for loading bulk cement into railway cars.

2. MARPOLE PIPE PLANT — The first phase of this project includes a building for manufacturing concrete spun pipe, raw material storage bins and a conveyor system linking this plant to the main aggregate storage silos.



ADDITIONS TO CAPITAL ASSETS



1965

At the Bamberton Cement Plant, installation of a large clinker grinding mill was completed to provide greater production capacity and more flexibility in the manufacture of different types of cement.

The continued growth in sales of concrete masonry products necessitated the installation of a third block machine at the Marpole plant where production capacity is now 20,000 units per shift.

At Victoria, property adjoining the Government Street depot was acquired for future expansion and a modern garage was built to service Vancouver Island equipment.

Prince George Concrete Products Ltd., a manufacturer of concrete masonry units, was purchased and its operations integrated with Central Sand & Gravel Ltd., a subsidiary company at Prince George.

A portable concrete mixing plant was purchased for initial use in the construction of a pulp mill at Prince George. The plant is designed for economical installation at other sites when this project is finished.

Expenditures for mobile equipment increased over the previous year. Several off-highway units used in the quarries at Mary Hill and Bamberton were replaced with trucks capable of carrying much greater loads. At Prince George, the number of concrete trucks was nearly doubled. Elsewhere, the fleet replacement programme was continued to maintain efficient transport.

1966

A new kiln will be installed at Bamberton at a cost of approximately \$2,500,000. The

kiln, 460 feet in length, will be one of the largest in Canada and will have a capacity of 2,000,000 barrels of cement per year. This will increase the plant annual burning capacity to 4,800,000 barrels.

At the New Westminster distribution centre, new silos are being built to provide storage for more types of bulk cement, and to more than double the plant storage capacity to 39,000 barrels. Included in the cost of \$350,000 is the construction of another railway spur and facilities to load bulk cement into railway cars. Shipments from this depot will be made to the Columbia River Hydro Projects commencing in 1966.

Production of spun concrete pipe will soon be resumed when the first part of the Marpole pipe plant is completed. Construction will then start on the building to house the packerhead pipe equipment. The automatic conveyor system and pipe line to supply raw materials used in both types of manufacturing have already been installed. Total cost of this plant will be \$900,000.

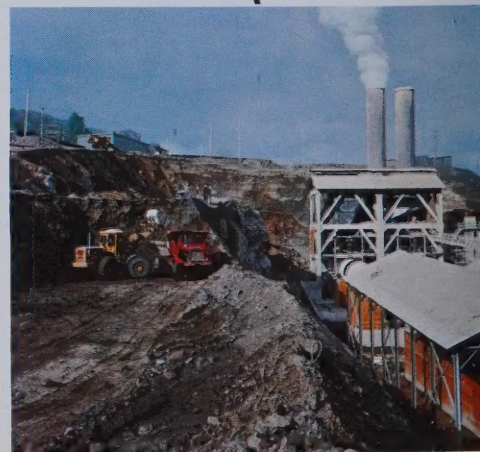
At Victoria, the old batching plant will be replaced to increase production capacity and provide better service to customers in that area.

In the Marine division, \$685,000 will be spent to build a new tug, a third 2,000 ton capacity self unloading aggregate barge and to alter and repower the M.V. "Gillking".

Purchase of mobile equipment will be made throughout the year to replace old units and to increase the fleet where necessary.



"GAGLARDI WAY" The Company supplied concrete for construction of the 3½ mile access road leading to the Simon Fraser University.



Excavating for the new 460 foot kiln at Bamberton.



Bamberton Cement Plant showing the position where the new kiln will be installed. Bamberton was originally built in 1913 and has been modernized in the years following the second World War.



Two of the Company's boost-a-load trucks deliver concrete to an office building in downtown Vancouver. The Bentall Centre will be twenty-two stories high and will require approximately 16,000 cubic yards of concrete.

ACCIDENT PREVENTION

The number of lost-time injuries and the accident frequency rate for the Company have both decreased for the seventh consecutive year.

This record is a notable exception to the industrial safety trend in the Province of British Columbia where, in the period under review, Workmen's Compensation Board reports indicate recorded accidents by industry have again risen, this time by over 4%.

The President's Trophy, awarded annually to the group with the lowest accident frequency rate was won by "The Aggregates Division", comprised of personnel in the Wharf and Marine operations, the Pitt River quarry and the aggregate plants at Mary Hill and Langley.

The Mary Hill plant was also awarded a new trophy presented by the Department of Mines and Petroleum Resources for the best safety record among the open pit mines and quarries whose personnel worked between 35,000 and 200,000 manhours during the year. Certificates of Achievement, awarded to smaller operations in the same competition, were given to the aggregate plants at Victoria and Langley, as well as to the quarries at Cobble Hill and on the Pitt River for their accident free records.

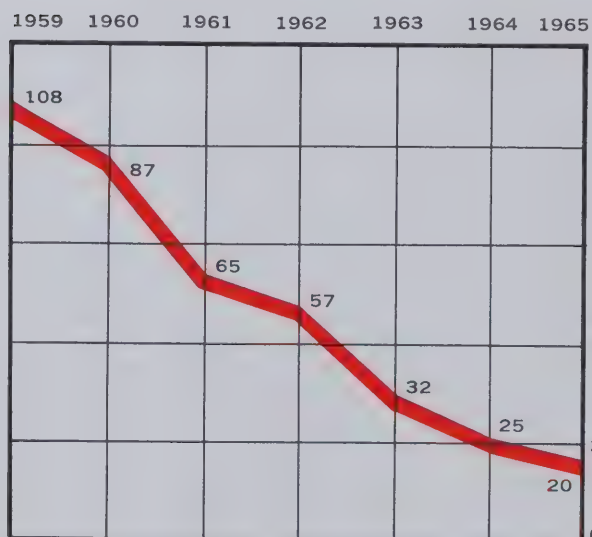
The packerhead concrete pipe plant was honoured by the National Concrete Products Association for having no accidents during the year.

In 1965, nine groups in the Company received awards for working 500 days without a lost-time injury, and special recognition is given to the personnel of the following divisions who reached the 1,000 day mark.

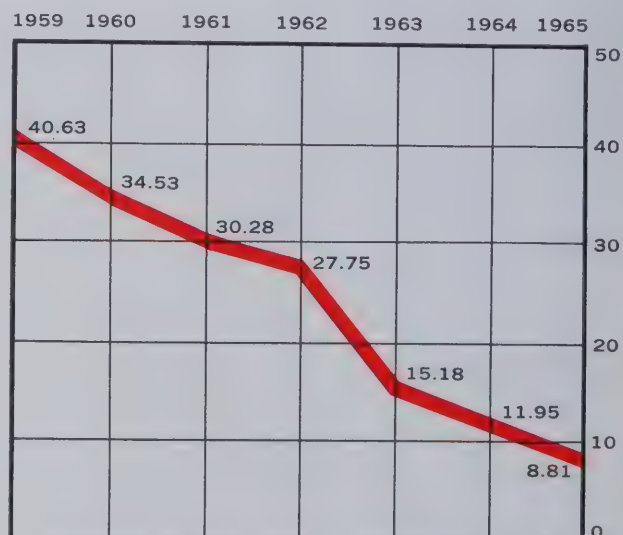
Nanaimo Depot
Mainland Maintenance Crew
Langley Aggregate Plant
Port Alberni Depot
North Vancouver Yard Personnel
New Westminster Cement
Distribution Centre

Safe driver certificates were awarded to sixty-one employees including ten who had perfect driving records for four years. Marine safety certificates were given to three tug boat captains who had each completed five years of service without lost-time injury to members of their crews.

Management wishes to record their appreciation of the co-operation received by all personnel for their continued effort towards eliminating accidents in all Company operations.



NUMBER OF
Lost-Time Injuries



Frequency Rate

THE ACCIDENT RATE IS CALCULATED AS FOLLOWS

$$\frac{\text{Number of lost-time accidents} \times 1,000,000}{\text{Total hours actually worked}}$$

1. A nursing home built with the new "triple-scored" concrete block. A load bearing wall with a decorative face can be laid without loss of wall strength using this block.

2. A section of Vancouver's West End, where, in recent years there has been a large growth of apartment buildings to many of which the Company has supplied "True-Mix" concrete and other products. Stanley Park and North Vancouver can be seen in the background.



OCEAN CEMENT & SUPPLIES LTD

CONSOLIDATED BALANCE SHEET

(WITH CORRESPONDING FIGURES)

ASSETS

CURRENT ASSETS:

	1965	1964
Cash.....	\$ 350,478	\$ 360,312
Short term deposits and investments, at cost which approximates market.....	2,087,042	3,142,983
Trade and other accounts receivable.....	3,924,697	2,992,640
Inventories of merchandise, manufactured products and supplies at the lower of cost or market.....	2,900,616	2,817,206
Prepaid expenses.....	62,552	93,071
	<u>9,325,385</u>	<u>9,406,212</u>

INVESTMENT IN ASSOCIATED COMPANY,

at cost.....	<u>804,718</u>	<u>804,718</u>
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CAPITAL ASSETS:

Land, buildings, plant and equipment, at cost.....	40,758,733	38,018,038
Less—		
Accumulated provisions for depreciation and depletion.....	<u>24,285,343</u>	<u>23,274,821</u>
	16,473,390	14,743,217
	<u>\$26,603,493</u>	<u>\$24,954,147</u>

APPROVED ON BEHALF OF THE BOARD:

GORDON FARRELL, Director

Wm. F. FOSTER, Director



AS AT DECEMBER 31 1965

AS AT DECEMBER 31 1964)

LIABILITIES

CURRENT LIABILITIES:

	1965	1964
Accounts payable and accrued liabilities.....	\$ 2,009,313	\$ 2,312,776
Dividend payable January 3 1966.....	309,060	309,060
Income taxes payable.....	576,328	589,256
Other taxes payable.....	167,828	150,044
	<u>3,062,529</u>	<u>3,361,136</u>

DEFERRED INCOME TAXES APPLICABLE TO FUTURE YEARS,

arising from capital cost allowances claimed for income tax purposes in excess of depreciation provided.....	<u>2,230,000</u>	<u>1,425,000</u>
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SHAREHOLDERS' EQUITY:

Share capital—		
Authorized:		
1,250,000 common shares without nominal or par value		
Issued:		
1,030,200 shares	4,841,908	4,841,908
Earned surplus — per statement attached.....	<u>16,469,056</u>	<u>15,326,103</u>
	<u>21,310,964</u>	<u>20,168,011</u>
	<u>\$26,603,493</u>	<u>\$24,954,147</u>

CONSTRUCTION PROGRAMME:

In addition to the normal capital expenditure programme for 1966, the Directors have approved construction of a new cement kiln to cost approximately \$2,500,000.

OCEAN CEMENT & SUPPLIES LTD.

CONSOLIDATED STATEMENTS OF PROFIT AND LOSS AND EARNED SURPLUS FOR THE YEAR ENDED DECEMBER 31 1965

(with corresponding figures for the year ended December 31 1964)

PROFIT AND LOSS

	1965	1964
Sales of products and services.....	\$26,417,382	\$22,405,428
Profit from combined operations before the undernoted items.....	\$ 5,551,423	\$ 4,706,263
Income from Investments.....	79,903	128,353
	5,631,326	4,834,616
DEDUCT—		
Provision for depreciation.....	1,917,024	1,509,583
Directors' fees and other remuneration.....	110,876	106,440
Pension payments in respect of employees' past services (final instalment in 1964).....	—	78,377
	2,027,900	1,694,400
Profit before income taxes.....	3,603,426	3,140,216
DEDUCT—		
Estimated income taxes—		
Currently payable.....	995,000	889,000
Applicable to future years.....	805,000	711,000
	1,800,000	1,600,000
Profit from operations.....	1,803,426	1,540,216
Profit on disposal of fixed assets.....	163,687	48,732
Profit for the year.....	\$ 1,967,113	\$ 1,588,948

EARNED SURPLUS

Balance at beginning of year.....	\$15,326,103	\$14,458,295
Profit for the year, per statement above.....	1,967,113	1,588,948
	17,293,216	16,047,243
DEDUCT—		
Dividends — 80¢ per share (70¢ in 1964).....	824,160	721,140
Balance at end of year.....	\$16,469,056	\$15,326,103



CONSOLIDATED STATEMENT OF CHANGES IN WORKING CAPITAL FOR THE YEAR ENDED DECEMBER 31 1965

(with corresponding figures for the year ended December 31 1964)

SOURCES OF WORKING CAPITAL:	1965	1964
Operations—		
Profit from operations.....	\$1,803,426	\$1,540,216
Charges which did not involve an outlay of current funds:		
Provision for depreciation.....	1,917,024	1,509,583
Estimated income taxes applicable to future years.....	805,000	711,000
	<u>4,525,450</u>	<u>3,760,799</u>
Proceeds from disposal of capital assets including profit thereon of \$163,687 (\$48,732 in 1964).....	276,985	136,774
Proceeds from issue of shares.....	—	229,500
	<u>4,802,435</u>	<u>4,127,073</u>
APPLICATION OF WORKING CAPITAL:		
Additions to capital assets (including the purchase of subsidiary companies).....	3,760,495	4,617,470
Dividends — 80¢ per share (70¢ in 1964).....	824,160	721,140
	<u>4,584,655</u>	<u>5,338,610</u>
Increase (decrease) in working capital.....	<u>\$ 217,780</u>	<u>(\$1,211,537)</u>

AUDITORS' REPORT

MARINE BUILDING
VANCOUVER 1, B.C.
MARCH 14, 1966

To the Shareholders, Ocean Cement & Supplies Ltd.:

We have examined the consolidated balance sheet of Ocean Cement & Supplies Ltd. and subsidiary companies as at December 31 1965 and the consolidated statements of profit and loss and earned surplus and changes in working capital for the year ended on that date. Our examination included a general review of the accounting procedures and such tests of accounting records and other supporting evidence as we considered necessary in the circumstances.

In our opinion, the accompanying consolidated balance sheet and consolidated statements of profit and loss and earned surplus and changes in working capital present fairly the combined financial position of the companies as at December 31 1965 and the results of their operations and the changes in working capital for the year then ended, in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

PRICE WATERHOUSE & CO., Chartered Accountants.

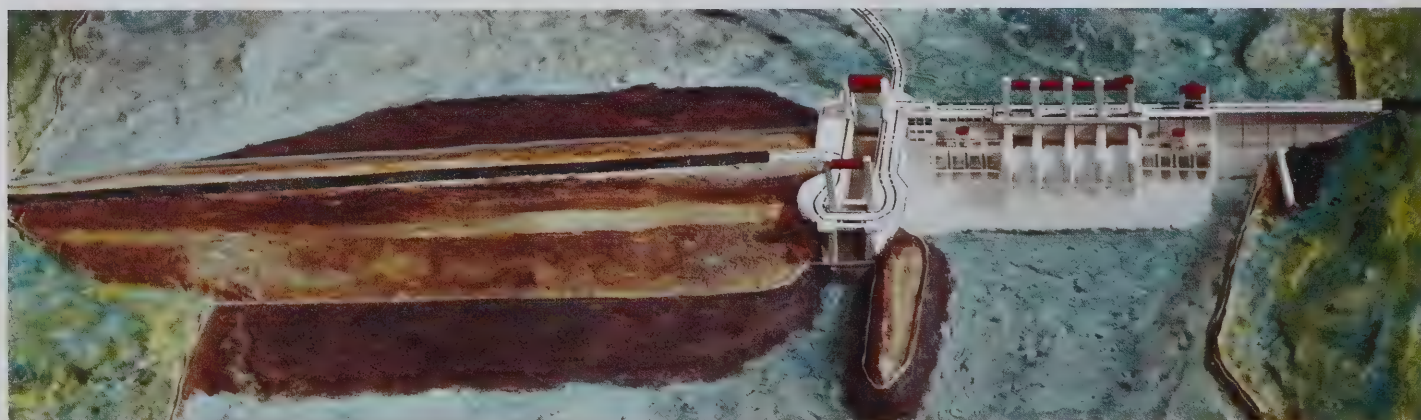
COMPARATIVE FINANCIAL STATISTICS

Commencing with 1957, being the first year of amalgamation under Ocean Cement & Supplies Ltd.

	1965	1964	1963	1962	1961	1960	1959	1958	1957
Operating income									
(before the following)	5,520,450	4,649,799	3,508,109	3,094,162	2,667,091	2,127,198	4,047,840	4,185,518	6,011,629
Depreciation	1,917,024	1,509,583	1,410,817	1,252,479	1,459,020	1,880,046	1,905,957	1,886,806	1,913,423
Income taxes	1,800,000	1,600,000	1,070,000	961,000	628,500	165,607	1,071,011	1,191,589	2,013,898
Profit from operations	1,803,426	1,540,216	1,027,292	880,683	579,571	81,545	1,070,872	1,107,123	2,084,308
(per share)	1.75	1.49	1.03	.88	.58	.08	1.07	1.10	2.08
Profit on disposal of									
fixed assets	163,687	48,732	172,907	675,646	272,218	375,050	87,570	30,364	27,414
(per share)16	.05	.17	.67	.27	.37	.09	.03	.03
Profit for the year	1,967,113	1,588,948	1,200,199	1,556,329	851,789	456,595	1,158,442	1,137,487	2,111,722
(per share)	1.91	1.54	1.20	1.55	.85	.45	1.16	1.13	2.11
Dividends paid	824,160	721,140	501,600	351,120	300,960	376,200	601,920	752,400	800,755
(per share)80	.70	.50	.35	.30	.37½	.60	.75	.80
Working capital	6,262,856	6,045,076	7,256,613	7,587,164	7,176,949	6,625,204	7,620,064	6,758,007	6,819,793
(per share)	6.08	5.87	7.23	7.56	7.15	6.60	7.60	6.74	6.80
Shareholders' equity	21,310,964	20,168,011	19,070,703	18,372,104	17,166,895	16,934,587	16,876,107	16,319,585	15,934,498
(per share)	20.69	19.58	19.01	18.31	17.11	16.88	16.82	16.26	15.88
Additions to capital assets	3,760,495	4,617,470	2,889,778	2,523,044	1,036,375	2,964,033	1,427,898	2,066,377	2,743,043

NOTE:

To present comparable figures for all years, 1960 and prior have been adjusted where applicable by the charges to Earned Surplus in 1961. The lower depreciation in 1961 resulted from disposals of major assets and a change in the basis of recording depreciation.



A model of the Arrow Dam which forms part of the Columbia River Hydro Development. The Company will supply cement to this project being built for the British Columbia Hydro & Power Authority.



file

the ocean cement story...



. . . FROM THE PRESIDENT'S DESK

Concrete paces the upsurge in construction. New concrete products and uses are making concrete the world's most versatile, most durable building material. Ocean Cement Limited is geared to take full advantage of this rapidly expanding technology. Improvements are constantly being made in both manufacturing and distribution, particularly in the field of bulk handling where facilities have undergone considerable development.

This manual has been prepared with the express intention of telling you more about Ocean Cement Limited and its province-wide operations. Within these pages, you will find much valuable information on company background, manufacturing techniques, distribution and sales.

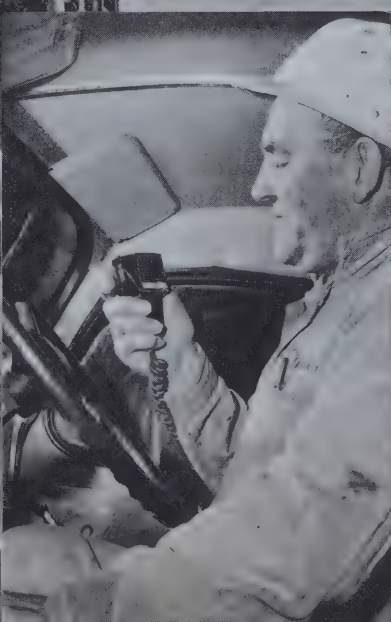
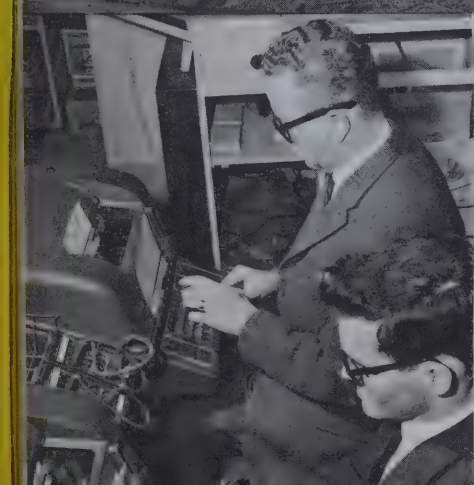
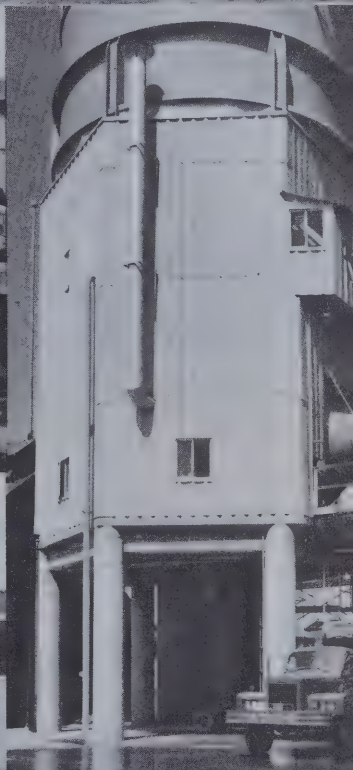
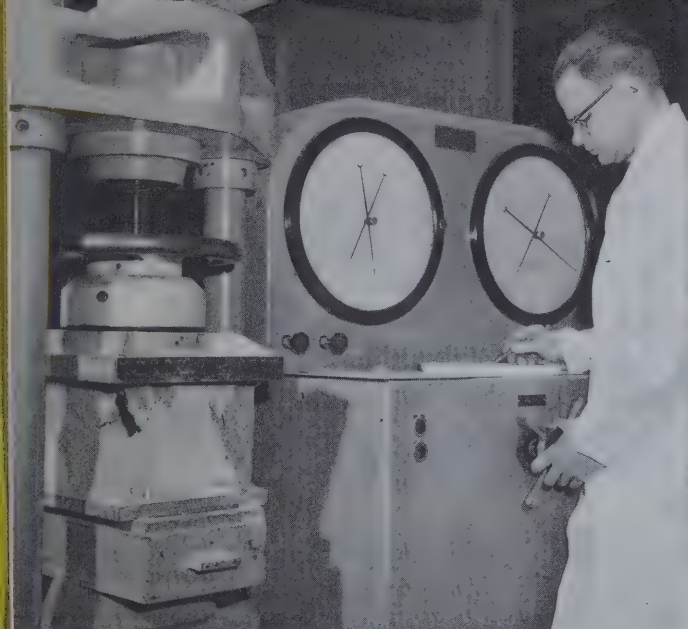


Wm. F. Foster
President

January, 1965

OCEAN CEMENT LIMITED





OCEAN CEMENT LIMITED

HISTORY AND BACKGROUND

Ocean Cement and Supplies Ltd. was incorporated in 1957 as a holding company when the British Columbia Cement Company Limited and Evans Coleman and Gilley Bros. Ltd. were merged. They continued to do business as separate entities until amalgamated into one operating company, Ocean Cement Limited, on January 2, 1964.

There are four smaller operating companies within the Ocean Cement group: Ocean Wharves Ltd. which operates the docks for deep-sea shipping; Ocean Cement Trading Ltd., a company for merchandising materials which are exempt from Federal Sales Tax; Highland Sand and Gravel Co. Ltd., an aggregate producing company at Langley, B.C.; and Central Sand and Gravel Ltd. which supplies aggregates and ready-mix concrete in the Prince George area.

The history of the principal operating divisions dates back over 75 years and their origins are dealt with separately.

B.C. CEMENT DIVISION

Formerly the British Columbia Cement Company Limited, it was originally established in 1904 under the name Vancouver Portland Cement Company with a limestone quarry at Tod Inlet on Vancouver Island. This quarry is now the site of the famed Butchart Gardens. In 1915, the company amalgamated with the Associated Cement Company (Canada) Ltd. at Bamberton under the name, Associated Securities Limited. Four years later the name was changed to read British Columbia Cement Company Limited, and operations were concentrated at Bamberton and the Tod Inlet plant was closed. These figures illustrate the rise in Bamberton's cement production capacity:

1921	-	-	-	-	-	-	-	500,000 bbls.
1929	-	-	-	-	-	-	-	700,000 bbls.
1957	-	-	-	-	-	-	-	3,250,000 bbls.

The original Bamberton site was selected for its proximity to both limestone and deep water. However in 1930, a quarry was opened on Texada Island to augment the dwindling limestone supply. The Texada operation was discontinued in 1957 following the development of the Cobble Hill quarry, situated 8 miles away from Bamberton by private road.

By the end of 1964, the Bamberton plant had produced over 44 million barrels or $7\frac{1}{2}$ million tons of Portland Cement, requiring $11\frac{1}{2}$ million tons of limestone and secondary materials, over 2 million tons of coal, 900,000 barrels of oil and 378,000 tons of gypsum. At present, normal plant operation requires approximately 1,700 tons of limestone per day, together with 175,000 gallons of water used in the preparation of slurry for feeding the kilns.

The sale of cement has grown from only 134,000 barrels in 1906, the first full year of operation, to an all-time high of $21\frac{1}{2}$ million barrels reached in 1957. The growth of today's cement market together with sales and distribution is outlined in a later chapter.

EVANS COLEMAN AND EVANS DIVISION

In 1888, Ernest and Percy Evans together with their brother-in-law, George Coleman, founded Evans Coleman and Evans as an agency for the supply of coal. Through operating a wharf, a thriving import trade was developed and the company became agents for many building materials imported from the United Kingdom which established the future pattern of the company's business.

In 1910 the original partners sold their interests to a group of businessmen and the firm was turned into a limited liability company.

A Vancouver Island branch was established in 1911 which merged with Johnson Bros in 1930 to form Evans Coleman and Johnson Bros. Ltd.

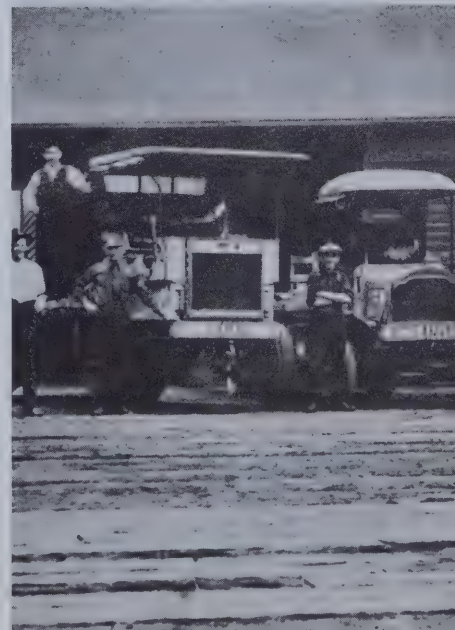
On July 1, 1887, Gilley Bros. was established as a livery and transfer firm in New Westminster, and shortly after entered the building supply and coal business. The growth of Gilley Bros. Ltd. paralleled that of Evans Coleman and Evans and 1928 saw the amalgamation of these firms and the incorporation of Evans Coleman and Gilley Bros. Ltd. as a holding company. Since that time many well known firms engaged in supplying the construction industry in the greater Vancouver area and on Vancouver Island became part of the Evans Coleman group.

Today the Evans Coleman & Evans Division with its many mainland and Vancouver Island manufacturing centers, depots, and service departments forms a major segment of Ocean Cement Limited.



B.C. Cement's Bamberton Plant on Vancouver Island.

Solid tired motor transport in the early 1900's.



PRODUCTION DIVISIONS

OCEAN CEMENT LIMITED

The production operation of Ocean Cement Limited is the most important segment of the company's activities and employs a work force of 360 people. Each division will be covered separately.

THE B.C. CEMENT DIVISION – PRODUCTION

The manufacture of Elk Portland Cements is carried on at the Bamberton plant situated on the west shore of Saanich Inlet, approximately 22 miles north of Victoria on Vancouver Island. The labour force involved totals 130 men, counting quarry transport drivers and staff. It is interesting to note, however, that the manufacturing plant is operated by only six men on afternoon, graveyard and weekend shifts. The annual payroll of the plant exceeds \$900,000 and assets total \$16,000,000. Production capacity today is rated at 3,250,000 barrels annually (one barrel of cement = four 87½ lb. bags).

THE ESSENTIAL INGREDIENTS

The raw materials in order are lime, silica, alumina, gypsum and iron. Limestone is supplied by the company's own quarry near Cobble Hill. Blasted out by high explosives, the broken limestone rock is loaded by a

power shovel and transported in a fleet of 30-ton diesel trucks over private road to Bamberton, some 8 miles to the south.

Argillaceous, or secondary material is provided by feldspathic sand obtained from a pit, located alongside the haulage road about 4 miles from the plant. Additional iron required in the mix is obtained from slag delivered by scow from Tacoma, Washington.

CRUSHING THE INGREDIENTS

At the plant, the quarried limestone is dumped by trucks and fed into the primary crusher. Here it is reduced to less than five-inch size, then stored in two large piles having a combined capacity of 70,000 tons. From here, it is withdrawn as required by remotely controlled feeders and conveyor belts, to be further reduced by secondary and tertiary crushers and proportioned with the correct amount of sand. Finally, the crushed limestone, now down to less than $\frac{1}{2}$ -inch size, together with the sand is stored in one of ten raw mill feed bins.

The entire crushing operation from storage pile to feed bin is fully automated and watched over by closed-circuit TV from the central control room.

Quarried limestone feeding the primary crusher.



INSIDE THE RAW MILLS

Drawn from the bins, the limestone and sand (now referred to as the "feed") are conveyed along with water to the raw mills . . . large rotating steel cylinders containing approximately 25 tons of steel balls each. Inside the cylinders, the steel balls quickly pulverize the feed into a finely ground fluid suspension known as slurry. From the raw mills, the slurry averaging 36% water is pumped successively into one of four air-agitated storage basins where continual sampling, analyzing and blending is carried out until the desired composition is attained. Total capacity of this blending and storage system is 8,000 tons of dry feed, or equal to over 30,000 barrels of finished cement .

THE KILNS

The two main kilns at Bamberton measure 350 feet in length with three smaller units ranging from 185 feet to 200 feet. Both the larger kilns are of modern design, equipped with oil burners and extensive instrumentation. Slurry from the kiln feed tank is fed into the high end of the kiln at a constant rate. The long steel cylinder lined with suitable refractories, rotates slowly and moves the material continuously towards the lower or dis-

charge end. Commencing its progress through the kiln, the slurry is first dried out . . . some 750 tons of water per day are evaporated and discharged through the stacks at Bamberton. As the temperature reaches 1500 deg. F., calcination of the limestone commences with the release of carbon dioxide gas. When the temperature rises to 2300 deg. F. chemical reactions commence among the ingredients. Clinker is formed as the kiln temperature peaks at 2800 deg. F. From the lower end of the kiln, the hot clinker in the form of small black nodules is discharged into air coolers where its temperature is reduced to 200 deg. F. The clinker is then conveyed to a covered storage area having a capacity of some 200,000 barrels.



The cylindrical kiln rotates slowly on giant rollers.

FINISH GRINDING

The last step in manufacturing cement. The clinker is first recovered from the storage area and fed into a cone crusher for reduction to a $\frac{3}{8}$ -inch screen size. The crushed clinker is then conveyed to one of two 5,000 barrel silos used to feed the main finishing mill. Gypsum is likewise crushed and fed into an adjacent silo. Cement requires the intergrinding of 4 to 5% of gypsum with the clinker. Carefully proportioned, these two ingredients are fed to the finishing mill, a large rotating cylinder similar to the raw mill and containing 100 tons of steel balls. Here the mixture is ground dry to an extremely fine powder, fineness of grind being controlled by an air separator. The resulting powder, finished Elk cement, is blown pneumatically to the storage silos for sacking or bulk shipment by road and water.

QUALITY CONTROL

The quality of all cements produced at the Bamberton plant is closely controlled on a round-the-clock basis. To carry out the control programme, two laboratories are maintained:

- a central laboratory run on a 7-day week, day-shift basis.
- a control laboratory operating on a continuous three-shift basis.

As well as continual checks at every stage of manufacture, a complete daily analysis is made of all kiln feed and clinker produced. Laboratory personnel also carry out frequent analyses of finished cement types, along with a wide variety of physical tests to determine that cement quality exceeds C.S.A. and A.S.T.M. specifications. In addition, all raw materials are analyzed and their compositions determined as required.

CEMENT TYPES PRODUCED AT BAMBERTON

Normal production embraces five distinct types:

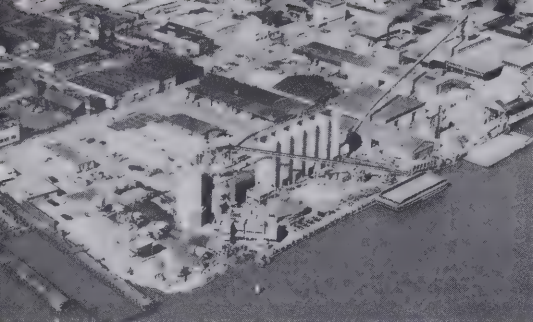
- Type I General purpose cement
- Type II Moderate low heat and sulphate resistant
 cement
- Type III High early strength cement
- Type IV Sulphate resistant cement
 and Masonry Cement.

Although eleven different types of cement are marketed by the B.C. Cement Division, these five types account for the bulk of production.

It is worthy of note that Bamberton, through conscientious effort, both on the part of management and employees alike has achieved an enviable safety record.

Constant quality is assured through non-stop
laboratory testing.





An aerial view of the Marpole Plant.



Granville Island Depot with silos and mixing plant.



The New Westminster Depot from the Fraser River.



The North Vancouver Depot serves the north side of the Inlet.



EVANS COLEMAN & EVANS DIVISION – PRODUCTION

The Division's production operations are located on the Lower Mainland and are divided into the two groups shown below. They are the responsibility of the Vice President of Production.

Mainland Production

True-Mix concrete
Marpole block plant
Dry mix plant
Spectra-glaze
Concrete pipe
Engineering
Plant and wharf maintenance

Aggregates Division

Mary Hill plant
Pitt River quarry
Highland Sand & Gravel Co. Ltd.
Marine Division
Ocean Wharves Ltd.

On Vancouver Island, the depots and the two aggregate plants come under the Manager of the Vancouver Island division, who together with the General Manager of Central Sand and Gravel Ltd., report directly to the Executive Vice President. Both these areas receive assistance from the mainland engineering staff when it is required. This is co-ordinated through the Vice President of Production.

MAINLAND PRODUCTION

On the Mainland, Evans Coleman & Evans produces a wide range of products including . . . True-Mix Concrete - Standard and Lightweight Concrete Block - Decorative Masonry Units - Spectra-Glaze - Dry Mix

Victoria — Government St. Depot.

Products - Spun and Packerhead Pipe. It is responsible for maintaining all plants and mobile equipment as well as carrying out engineering as required under the continuing modernization programme.

True-Mix Concrete. Produced at the four Mainland plants of North Vancouver, New Westminster, Marpole and Granville Island, True-Mix is delivered to all lower Mainland points by a fleet of approximately 75 mixer trucks. Recent additions to this fleet include eight Challenge Boost-A-Load Trailer units capable of transporting up to nine yards of concrete at a time. This is legally possible by lowering the hydraulically operated trailer units which then carry part of the weight. Both the North Vancouver and New Westminster plants are equipped with Smith mixing units of seven cubic yards capacity, capable of mixing one hundred cubic yards per hour. The Marpole plant has a Worthington mixer of equal performance.

At the Granville Island Depot, a Smith Tilting Mixer and a Rex Turbine Mixer give the plant a capacity of 200 cubic yards per hour, peaking at 280 cubic yards if required.

Marpole Block Plant. All block production is carried out at the Marpole Block Plant, located on nine acres fronting the north arm of the Fraser River. This plant produces a wide variety of standard and lightweight block, decorative masonry, etc.

Nanaimo Depot — Batching Plant to the left.



Mobile equipment shown in front of the Prince George Batching Plant.



Both raw materials used in the production operation are stored in bulk, then delivered by automatic conveyors to a travelling three yard weigh batcher which charges the mixers. When mixed, each batch is automatically dumped into the surge hoppers. These serve as reservoirs of mixed concrete and provide a steady supply for the two block-making machines which are:

- (a) Columbia Super 12. This is a hydraulically operated machine which produces masonry units up to 12 inches high at the rate of 1,000 standard 8 inch units per hour.
- (b) Besser Vibrapack. This is a cam operated machine and can produce masonry units up to 8 inches high, together with all special fittings at the same rate as the Columbia Super 12.

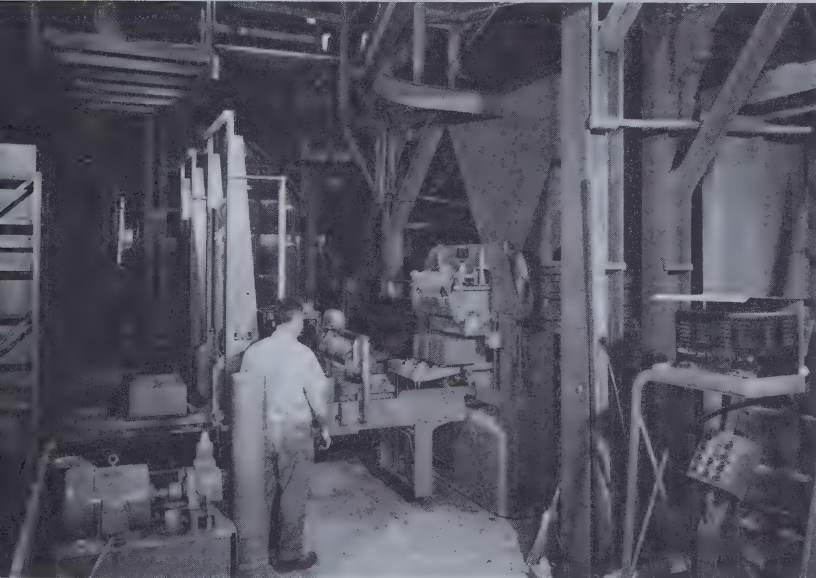
Both machines operate for 16 hours a day, five days a week. Concrete consumption averages out at 300 cubic yards per 16 hour day. All production steps are controlled automatically from a central selector panel. Quality control by the batch method is carried out by laboratory personnel.

From the block making machines, the newly molded masonry units are transported to the steam kilns where they are held in a steam saturated atmosphere, maximum temperature 160 degrees F., for about eleven hours. There are seven of these kilns, each with a capacity of 4,000 standard blocks. Both temperature and duration of the curing process is automatically controlled.

Taken from the kilns, the masonry block is loaded onto pallets. This is carried out automatically by two PACO cubers. These machines are capable of cubing most of the masonry units produced, including bricks. All lightweight units are cured in autoclaves to ensure dimensional stability. Measuring 102 feet in length by 8 feet in diameter, these autoclaves maintain a steam pressure of 170 p.s.i. at a temperature of 370 degrees F. Curing time is governed by the type of unit, but averages out at 6 hours.

Throughout the manufacturing process, no effort is spared to maintain high product quality. Samples of all raw materials and samples of produced block

are tested daily by laboratory personnel. Plant production capability now stands at 6 million 8 in. x 8 in. x 16 in. equivalents per year on a three-shift operation. Masonry block widths range from 2 in. to 12 in., heights from 4 in. to 12 in., lengths from 8 in. to 24 in. In all, over 300 different types of masonry are produced. Aggregates used are siliceous sand and gravel, lightweight shale and pumice.



Fully automated masonry block manufacturing machinery at the Marpole Plant.

Dry Mix Plant. The Dry Mix plant is operated by one man and produces mortar mix, concrete mix and topping mix. The materials are first dried in a gas-fired drier then blended and bagged for delivery.

Spectra-Glaze. Spectra-Glaze is a smooth, tile-like facing applied to the block surface and provides a structural building unit complete with a glazed surface. With a wide range of pleasing colors, Spectra-Glaze block is ideally suited for use in schools, hospitals, washrooms, kitchens, bakeries and dairies. Spectra-Glaze is only manufactured to fill specific orders.

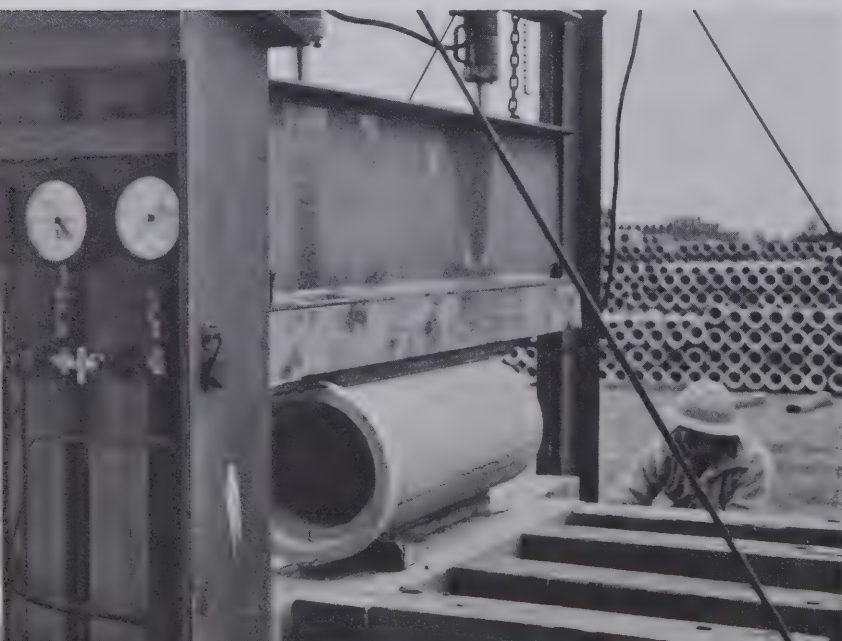
The Spectra-Glaze process consists of mixing carefully proportioned amounts of plastic compounds with suitable catalysts and silica sand to produce a thick slurry. The slurry is then spread in enamelled pans, and the block is placed on top of the slurry. The unit is next placed in a rotary oven for 16 minutes at a temperature of 350 degrees F. Stripped from the pan, the finished blocks are cartoned and palletized for delivery.

Concrete Pipe. The two types of pipe, Spun and Packerhead, are now produced at different locations. Later this year concrete pipe manufacturing will be combined on the site of the present pipe plant at Marpole. The Packerhead and wire extruding machines will be moved to this plant. New equipment for Spun pipe will be purchased and aggregate and bulk cement storage bins will be installed to provide sufficient materials to operate the new plant for an 8 hour shift. The Spun and Packerhead operations will each be equipped with an automatic mixer. Both of these mixers will be serviced by a traveling weigh batcher. Aggregates will be moved into the storage bin by an overhead conveyor which will be fed by the present conveyor coming from the concrete aggregate storage silos to the block plant. Bulk cement will be piped into the plant from the main cement storage silo. New kilns will be built and automatic handling equipment installed to move the pipe through the kilns. Cost of this modernization will be \$660,000.

Spun pipe, produced by the Hume Process, ranges in diameter from 12 inches to 72 inches, and varies in length from 6 inches to 8 feet. Approximately 95% of the Spun pipe produced is reinforced and made to meet Class III, IV and V specifications. Mortar, Tylox and "O" Ring rubber gaskets are available for jointing purposes. Spun pipe has wide acceptance in the culvert, storm drainage and sanitary sewer pipe fields.

Packerhead pipe is produced both plain and reinforced, ranging in diameter from 6 inches to 36 inches, and in length from 4 feet to 8 feet. All pipes meet Class III, IV, and V specifications. Retained rubber gasket joints for 6 inch to 36 inch diameter pipe are available. The reinforcing cages for the pipe are formed in a caging machine that extrudes the cage vertically, winds the circumferential wire at a pre-set pitch and automatically welds at each longitudinal wire. This machine produces an average of 1,000 lineal 'cage' feet per shift.

Crushing strength of a Packerhead pipe being tested by the three-edge method.



Plant and Wharf Maintenance.

This department is charged with the job of maintaining all mobile and fixed facilities in first class operating condition. The 73 men in this group are divided into five sections, namely: Garage, Mechanical, Electrical, Carpentry and Wharf Maintenance. These sections are responsible for the upkeep of all Mainland depots and plants, over three hundred pieces of mobile equipment, 10,000 H.P. of con-

nected load, plus all buildings and wharves. The present mobile equipment replacement programme was developed by this department.

Engineering. This department is divided into two parts, one concerned with engineering relating to new plant production and handling installations, the other with quality control.

The most recent engineering jobs undertaken are the aggregate handling systems at New Westminster, Marpole and Granville Island Depots, together with the modernization of the Marpole Block and Pipe Plants. Quality control is responsible for quality checks on all aggregates, ready mixed concrete, block and pipe.

AGGREGATES DIVISION

Evans Coleman & Evans aggregate production is carried on at three centers on the Mainland.

MARY HILL PLANT

Located on the Fraser River in the city of Port Coquitlam, Mary Hill lies approximately twenty-three miles from downtown Vancouver. Originally brought into production in 1928 and reconstructed in 1960 at a cost of \$1,700,000, it is one of the most highly automated plants of its kind and is capable of custom-blending to form an infinite variety of aggregates. Fourteen sizes of material are produced — six gravel, five crushed rock and three sand.

The very latest in electronic equipment is installed, controls being interlocked in such a way that in the event of mechanical failure, processing equipment is shut down automatically and in sequence, preventing machinery damage and jam-ups. Water is drawn from the Fraser River by three-stage vertical pumps, delivering a total of 8,250 gallons per minute.

The production operation is broken down into five basic steps:

- (i) **Crushing Plant.** A 42 in. x 48 in. jaw crusher reduces the quarried material to six inches or less in diameter.
- (ii) **Automatic Weighing.** Prior to entering the scrubbing plant all aggregate is weighed to record the flow of material through the plant.

Mary Hill Aggregates Plant



- (iii) **Scrubbing Plant.** The material is washed over a twin 7 ft. x 16 ft. double deck vibrating screen, so separating the aggregate from the sand.
- (iv) **Screening Tower.** Moving from the scrubbing plant by conveyor belt to the top of the screening tower, the aggregate is separated into six sizes suitable for concrete work . . . ranging from 2½ in. to 5/16 in.
- (v) **Secondary Crushing Plant.** All material over 2½ inches is diverted to this plant where it is reduced by two crushers into five classifications of crushed rock used mainly for road and highway construction.
- (vi) **Load-out Tower.** Located on the river's edge, it houses the master control panels used for blending the sand, gravel and crushed rock, prior to its loading onto barges by conveyor belt at rates up to 1500 tons per hour. Nearly all materials produced by Mary Hill are shipped by barge—however, there are also facilities for truck loading.

PITT RIVER QUARRY

(Rip Rap only.) Situated 30 miles from Vancouver on the Pitt River, it was opened back in 1903 and supplied crushed aggregates for the early development of the New Westminster area. Today, Pitt River Quarry produces rip rap which is used in jetty and erosion protection work. Projects serviced by this plant include the Deas Tunnel, Tsawwassen Causeway, Port Mann Bridge, Fraser River Bank protection work and so on.

Facts and figures: Normal crew, 18 to 20 men. Monthly output, 100,000 tons. Equipment includes: one 2½ cubic yard power shovel, four 15 cubic yard trucks, one 42 in. x 60 in. jaw crusher and a 600 KVA hydro electric plant.

HIGHLAND SAND AND GRAVEL LTD.

This aggregate producing company was purchased by Evans Coleman & Evans in 1962. Located in the township of Langley, it is manned by a five-man crew and produces three types of crushed material, two types of sand and five types of stone. Average output per eight hour shift is 400 cubic yards. The plant consists of a jaw crusher, a three foot cone crusher and aggregate washing facilities. Mobile equipment: one Michigan 2 cubic yard front end loader, a North West drag-line with 2-cubic yard bucket, a ¾ yard P & H shovel and a tandem dump truck.



The M.V. Evco Wave of 760 h.p., most powerful tug in the fleet.

MARINE DIVISION

The origins and growth of Ocean Cement Limited are closely connected with the development of marine transportation. In the late 1880's, both Evans Coleman & Evans and the many other organizations now incorporated in the company, had all developed their own tidewater locations, barges and tugs. Today, the job of supplying low cost movement for both raw materials and manufactured goods is carried on by the Marine Division. This division also performs towing and dredging work, derrick services and marine salvage. With 60 to 65 crew members and 12 shipyard employees, the Marine Division plays an important role in all company activity.

Equipment. Marine Division equipment consists mainly of tugboats and barges with a shipyard for repair and maintenance. At present the division operates a total of seven diesel powered tugs ranging in length from 40 feet to 90 feet, and from 200 to 760 h.p. The MV EVCO WAVE, the most powerful tug in the fleet, together with its sister tug, the MV EVCO BREEZE are kept hard at work towing the self-loading aggregate barges. All tugs are equipped with ship-to-shore radio and most have radar navigational devices.

The barge fleet, now 43 strong is divided into four main groups. First there

are the four cement barges used to transport bulk cement from the Bamber-ton plant to distribution points on Vancouver Island and the Mainland. Equipped with machinery to discharge their cargoes through pipes to stor-age silos on shore, two of these barges carry 5,000 barrels each, the third, 4,000 barrels and the fourth, 12,000 barrels.

In the second group are four house barges, each of 500 to 700 tons capacity. These are used mainly to transport sacked cement and other commodities which need protection from the elements.

The third group comprises 33 units of the standard, open flat deck variety, six of which are of recent steel construction. The barges are used for the carriage of a variety of bulk commodities and range in capacity from 400 to 1,000 tons. Total capacity of this third group is 23,550 tons.

Finally, we have the self unloading aggregate barges, EVCO I and EVCO II. Each barge is of 2,000 tons capacity and transports up to 8 different aggre-gate sizes in specially compartmented sections. Their design allows them to discharge aggregate by way of conveyors to storage silos on shore at speeds up to 900 tons per hour.

The Marine Division shipyard is located near the Mary Hill aggregate plant and has all the facilities needed to maintain and service the barge and tug-boat fleet. It also functions as a heavy repair depot for shovels, trucks and crushing equipment. Other facilities include a marine railway for drydock-ing, machine shop, plate and welding shop and a carpenter's shop.

The Marine Division also operates two floating derrick barges of 60 tons and 35 tons capacity and a pile driver which is used mainly in the renewal and construction of company docks and wharves.

The launching of Evco No. 14, a 12,000 barrel bulk cement barge.



Marine Operation. All tug and barge movement is controlled by a despatcher located at the Central Shipping office at the Marpole Depot. Teletype communication between this central 'nerve center' and all EVCO Mainland plants guarantees raw material and manufactured product deliveries as and when required.

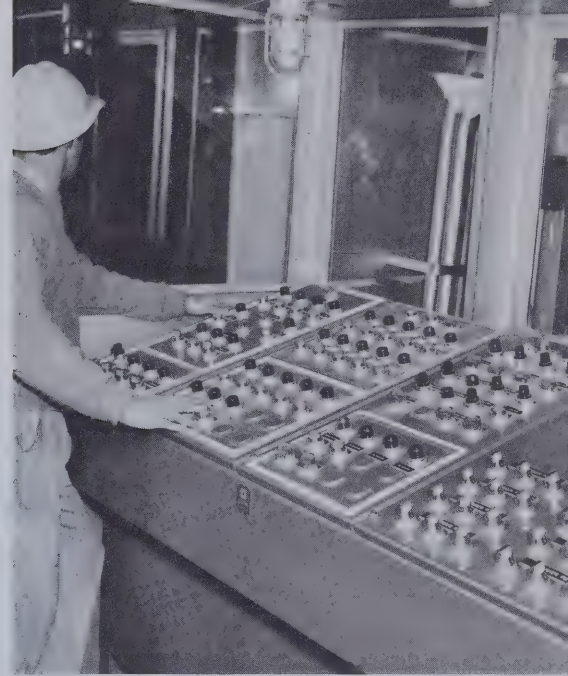
OCEAN WHARVES LTD.

The history of this company dates back to the 1890's when it commenced business handling coastal cargoes under the name of Evans Coleman Wharf Co. As trading patterns changed over the years, the company moved into the field of Public Wharfingers with full terminal facilities for deep sea operators.

Today, Ocean Wharves Ltd. has a work force of 35 people and is the only wharf in Vancouver with its own employees and hired longshoremen as opposed to the normal stevedoring operation. The longer of the two piers extends 565 feet into Burrard Inlet and is equipped with double rail trackage on the east side where all but the largest freighters can be accommodated. The west side of the wharf handles lumber products, pulp and general cargo. The second pier is 450 feet in length and its cargo storage facilities are used in conjunction with the larger pier. The large pier is also equipped with two elevators which are used to unload pulp and paper from scows arriving in the Inlet from coastal mills. In addition to vessels on regular schedule, cargoes are received from, and loaded on board ships plying to the farthest corners of the globe.

Ocean Wharves are also Handling Agents for two major pipe manufacturers in Stewarts & Lloyds Ltd., of England and Stanton Ironworks Ltd., of Ontario. Tubing, casing and linepipe from the former . . . cast pipe from the latter is unloaded and racked at EVCO's New Westminster Depot prior to delivery. Full office facilities are provided in both instances.

Although this company is of limited size, its unique work force and handling organization helps it account for a large volume of import/export and coastal cargo.



Push-button control panel on the self-unloading aggregate barge Evco. No. 2.

Vancouver Island. Evans Coleman & Evans aggregate production is carried on at two centers on Vancouver Island.

Producers Aggregate Plant. This plant is located four miles out of Victoria's harbour at Royal Bay in the Metchosin area, where operations are carried out by a 13-man crew. Plant capacity is 150 yards per hour, material being moved direct from the quarry by way of conveyor belt to the crushers, thence to the scrubbing and screening towers. Shipment is by way of barge into Victoria harbour. The products list includes six sizes of stone, two grades of sand, two sizes of crushed rock and screenings, and two sizes of crushed pit run.

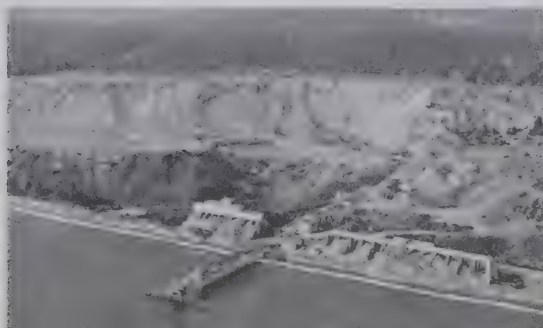
Cassidy Aggregate Plant. Lying some ten miles south of Nanaimo on the Island Highway, Cassidy Pit operations are handled by a 4-man crew. Plant capacity is 225 yards per eight hour shift, and includes the following materials: three sizes of stone, one of sand, screenings and crushed pit run, all hauled by truck to the Nanaimo Brechin Point operation.

True-Mix Concrete: Produced at three island points, True-Mix concrete is delivered by a fleet of approximately 35 mixer trucks. The plants, located in Victoria, Nanaimo and Port Alberni all have mixing capacities of 70 cubic yards per hour.

Central Sand & Gravel Ltd. Established eight years ago and purchased by Ocean Cement in 1964, Central Sand & Gravel is located at Prince George and is one of the most modern sand, gravel and ready-mix concrete suppliers in central B.C. The batching plant is semi-automatic and has a 200 ton aggregate storing capacity. Concrete is delivered to the job site by the company's fleet of eleven mixer trucks with capacities ranging from four to six cubic yards. The plant can deliver up to 600 cubic yards of concrete per eight hour shift.

From the 25-acre sand and gravel pit on the Prince George property, material goes to the Cedar Rapids plant. Here the double-deck, horizontal

Producer's Aggregate Plant and pit, four miles from Victoria.



An aerial view of the Cassidy open pit aggregate operation.



vibrating screen separates the sand from the coarse aggregates. The latter are then processed through a rock scrubber, sand washer and triple-deck screen, providing stocks of sand and three sizes of gravel. To ensure fast and efficient service to their customers a fleet of front-end loaders and dump trucks is maintained to handle these products.

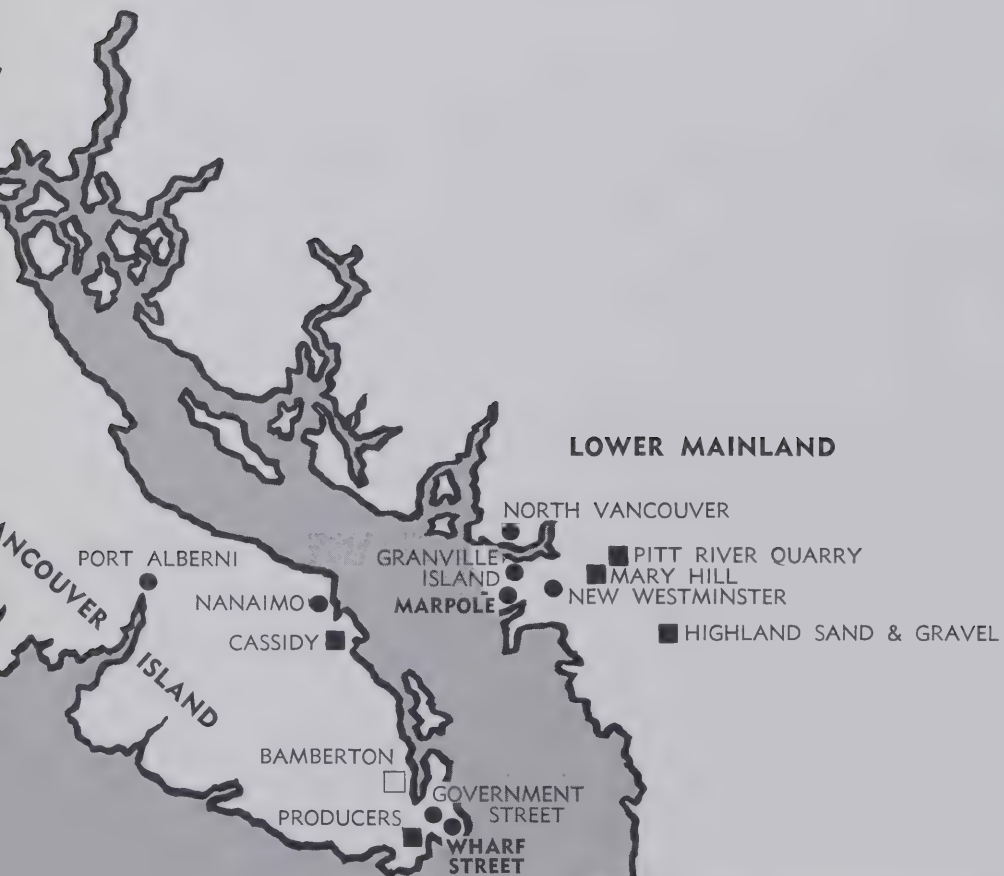
DISTRIBUTION AND SALES

B.C. CEMENT DIVISION

From Bamberton, most of the cement produced is shipped in bulk by covered barge to company depots and customers or direct to the division's New Westminster cement distribution depot. Vancouver Island is served direct from Bamberton, cement being moved in bulk or sacks via road or marine transport. The New Westminster cement distribution depot began operations in December, 1962. The depot has a total capacity of 15,000 barrels of cement and is equipped with the latest in bulk handling facilities. An interesting feature is the 'flexoveyor' — a conveyor system that actually bends around the door of the railway boxcar and loads at the rate of 1,000 sacks per hour. Trucks are loaded with palletized cement by forklift trucks operating in their own covered, all-weather bay. Bulk loading trucks drive onto platform scales situated beneath the elevated silos where loading is accomplished in ten minutes.

Originally, shipments from Bamberton went out in wooden barrels, each containing 350 lbs. of cement. Although this unit of measure remains in common usage, the barrel as a container has long since given way to the multi-wall polyethelene lined paper sack. Altogether, the B.C. Cement Division markets eleven types of cement to meet every requirement of modern industry.

The greatest volume of cement sales to a single account is within the company to the Evans Coleman & Evans Division. Shipment is by bulk to the division's eight Mainland and Vancouver Island True-Mix plants.



LEGEND

● DEPOTS

■ AGGREGATE PLANTS

□ CEMENT MANUFACTURING PLANT

MARPOLE (Sales Division for Lower Mainland)

WHARF STREET (Sales Division for Vancouver Island)

EVANS COLEMAN & EVANS DIVISION

The sales and distribution of building materials are divided into two geographical divisions with administration offices at Marpole for the Lower Mainland and at Victoria for Vancouver Island.

The managers of both sales divisions are responsible to the Executive Vice President. A close liaison is maintained between the divisions regarding sales policies, products and service to customers.

Building materials include cement - sand and gravel - concrete masonry - concrete pipe - plastering supplies - clay masonry and pipe - reinforcing steel, scaffolding and props - general resale items and ready mix concrete (True-Mix).

Customer accounts are grouped into the following general headings: dealers - industrial - municipal - general contractors - masonry contractors - concrete placers - miscellaneous and retail. The Lower Mainland division is responsible for sales in the interior of the Province. (B.C. Cement Division sells to dealers and large industrial accounts in this area.) Large stocks of general building supplies are maintained at Marpole, New Westminster, North Vancouver, the two Victoria depots, and at Nanaimo. The Vancouver Island depots receive most of their supplies in scow-load quantities from the mainland.

Because all depots stock similar materials, a Central Shipping Department has been established at Marpole to increase efficiency and service to Lower Mainland customers. Orders are sent by teletype to the depot nearest the job site for delivery and all True-Mix trucks are controlled from this center. Similarly, materials from both Victoria depots are despatched from one shipping office. True-Mix concrete is delivered from the previously mentioned depots and in addition, from Granville Island in Vancouver, Port Alberni, and Prince George.

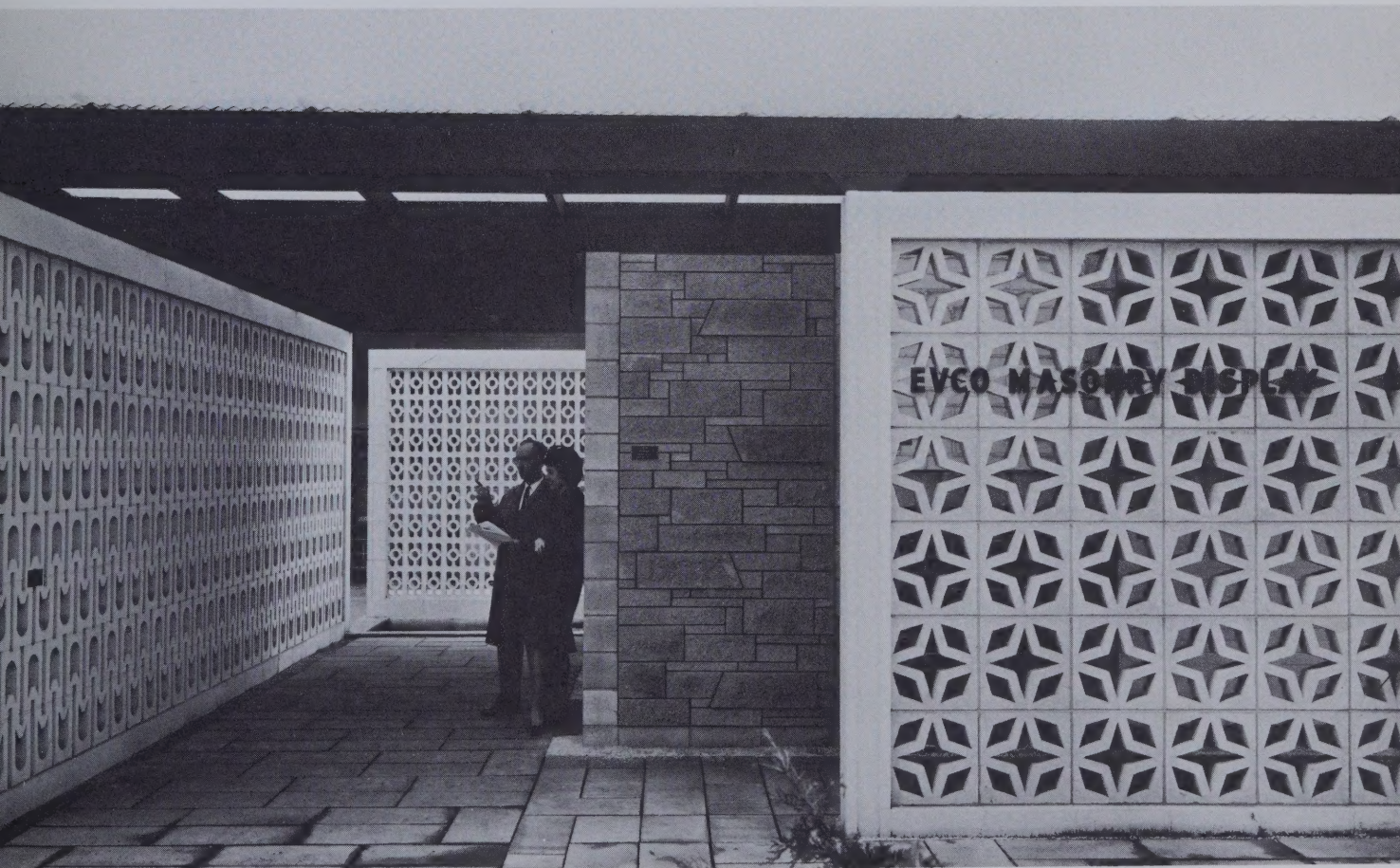
The Company maintains a modern fleet of over 300 trucks and service vehicles. Equipment and personnel engaged in delivery of materials are under the control of the sales divisions. Building materials shipped by barge and rail car are loaded at Marpole which is the largest of the mainland depots mainly because of its close proximity to many of the Company's manufacturing plants.

Major projects are supplied with reinforcing steel from warehouses at the foot of Columbia Street which have special facilities for cutting and bending. Most of the steel props and scaffolding are stored and maintained at the same center and delivered to customers on a rental basis.

For the convenience of architects, masonry contractors and their clients, there are four masonry display centers: at Marpole, New Westminster, North Vancouver, and the Government Street depot at Victoria. These display centers show off many of EVCO's masonry units, laid up in actual display walls featuring a wide variety of mortar joints in different colours.

Due to their geographical location, Highland Sand and Gravel Company Ltd. at Langley and Central Sand and Gravel Ltd. at Prince George are responsible for their own sales.

Evco maintain five Masonry Display Centres for your assistance.



OCEAN CEMENT LIMITED



Head Office: North Foot Columbia St., Vancouver 4, B.C. 683-3171
and on Vancouver Island: 900 Wharf Street, Victoria, 382-8121

